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# Message Text

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71
ACTION EUR-25

INFO OCT-01 ADP-00 EA-11 SS-15 NSC-10 AID-20 CEA-02

CIAE-00 COME-00 EB-11 FRB-02 INR-10 NSAE-00 RSC-01

CIEP-02 STR-08 TRSE-00 LAB-06 SIL-01 OMB-01 AGR-20

PA-03 PRS-01 USIA-12 RSR-01 /163 W
---------- 038019
R 111555 Z MAY 73
FM AMEMBASSY COPENHAGEN
TO SECSTATE WASHDC 6908
INFO AMEMBASSY BONN
AMEMBASSY BRUSSELS
AMEMBASSY DUBLIN
AMEMBASSY LONDON
AMEMBASSY LUXEMBOURG
AMEMBASSY PARIS
AMEMBASSY ROME
AMEMBASSY THE HAGUE
USMISSION EC BRUSSELS UNN
AMEMBASSY OTTAWA

C O N F I D E N T I A L COPENHAGEN 0997

E. O. 11652: GDS
TAGS: DA, JA, OVIP ( NORGAARD, IVAR)
SUBJECT: NORGAARD' S REACTION TO U. S. VISIT

REF: STATE 08738 7 ( NOTAL)

SUMMARY: FONECONMIN NORGAARD LEFT WASHINGTON FEELING OPTIMISTIC ABOUT CHANCES FOR LIBERAL US TRADE BILL AND PROSPECTS FOR SUCCESSFUL
GATT NEGOTIATIONS. IN PREPARATION FOR HIS ASSUMPTION OF EC COUNCIL PRESIDENCY ON JUL 1, HE NOW PLANS TO CONCENTRATE ON RATIONALIZING EC PROCEDURES, FOR WHICH HE EXPECTS STRONG BRITISH SUPPORT, AND IN TAKING THE EDGE OFF US- EC ISSUES BY FINDING COM-PROMISES WITHIN THE COUNCIL WHICH MIGHT SATISFY BOTH FRENCH AND US POSITIONS ON GATT NEGOTIATIONS. HE EMPHASIZED TO US THAT, SINCE
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ONLY LOGICAL GOAL OF MTN CAN BE AN OVERALL BALANCING OF CONCESSIONS, DISCUSSION OF SECTORIAL BALANCING ( E. G., IN AGRICULTURE) CAN ONLY RESULT IN USELESS PROCEDURAL BICKERING AND MUST BE AVOIDED.
NORGAARD WILL BE CONSULTING WITH BOTH COMMISSIONER SOAMES AND BRITISH MARKETS MINISTER DAVIES NEXT WEEK ON STRATEGY FOR HIS FORTHCOMING TERM AS EC COUNCIL PRESIDENT.
END SUMMARY.

1. IN CALL ON FONECONMIN NORGAARD ON ANOTHER SUBJECT MAY 10, EMBOFF AND I TOOK OCCASION TO ASK HIM HIS REACTION TO HIS RECENT VISIT TO WASHINGTON. HIS RESPONSE WAS THAT HE HAD BEEN MOST PLEASED WITH THE PREPARATIONS MADE FOR HIM AND THE TALKS HE HAD THERE. ( HE REPEATED SOME OF THE POINTS IN STATE 087387 - NOTAL)
IN GENERAL, HE SAID, WHAT STRUCK HIM MOST WAS THAT THE USG WAS ADOPTING FLEXIBLE POLICIES IN BOTH TRADE AND MONETARY FIELDS. HE HAD DISCOVERED IN HIS CONVERSATIONS THAT WE WERE PREPARED TO LISTEN TO COMPROMISE PROPOSALS, AND THIS WAS ALL TO THE GOOD. HE HAD ALSO DISCOVERED CERTAIN NUANCES OF DIFFERENCES WITHIN THE USG, BUT THESE HE DID NOT REGARD OF MAJOR IMPORTANCE. IN HIS CONVERSATIONS HE HAD BEEN IMPRESSED WITH THE FACT THAT USG AND EUROPEAN COMMISSION POSITIONS DID NOT SEEM FAR APART, WHICH AUGURED WELL FOR THE FUTURE.

2. HE SAID CHAIRMAN MILLS HAD TOLD HIM HE WOULD BE FINISHED WITH THE TRADE BILL BY THE END OF JULY AND HE THOUGHT IT WOULD GO THROUGH THE HOUSE WITHOUT SUBSTANTIAL MODIFICATION. NORGAARD SAID HE LEFT WASHINGTON FEELING OPTIMISTIC ABOUT CHANCES FOR A FAIRLY LIBERAL TRADE BILL.
ON THE OTHER HAND, IN OTTAWA, HE HAD FOUND THE CANADIANS RATHER PESSIMISTIC; THEY THOUGHT THE TRADE BILL WOULD INEVITABLY BE ALTERED IN THE DIRECTION OF PROTECTIONISM AS OPPOSED TO LIBERALIZATION.

3. NORGAARD SAID THAT NEXT MONDAY HE WOULD HAVE DINNER IN BRUSSELS WITH EC MEMBERS SOAMES AND GUNDELACH AT THEIR INVITATION TO COMPARE NOTES WITH SOAMES ON THEIR RESPECTIVE WASHINGTON VISITS AND TO DISCUSS HIS HANDLING OF THE COUNCIL' S PRESIDENCY AFTER JULY 1. HE WOULD THEN PROCEED TO LONDON FOR A MEETING WITH BRITISH/ MARKETS MINISTER JOHN DAVIES.
WITH DAVIES, HE PARTICULARLY WANTED TO DISCUSS A RATIONALIZATION
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OF EC PROCEDURES;
BOTH OF THEM WERE STILL APPALLED AT THE RECENT LUXEMBOURG MARATHON
OF THE AGRICULTURAL MINISTERS ( WHICH NORGAARD HAD ATTENDED. ) .

4. ON AGRICULTURE, NORGAARD SAID HE WAS QUITE AWARE OF THE

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OPPOSING AMERICAN AND FRENCH VIEWS. WHAT HE HAD IN MIND WAS TO SEE WHAT HE AS PRESIDENT OF THE COUNCIL COULD DO TO EFFECT A COMPROMISE IN REGARD TO THE FORTHCOMING GATT NEGOTIATIONS, WHICH WOULD AVOID A DIRECT CONFRONTATION BETWEEN AMERICA AND EUROPE. HE THOUGHT THAT ACONFRONTATION WOULD INEVITABLY RESULT IN THE OTHER
EIGHT UNITING, ALBEIT RELUCTANTLY, BEHIND FRANCE. REGARDING THE GATT NEGOTIATIONS IN GENERAL, HE FELT THAT BOTH THE US AND EC SHOULD AVOID LABELING OF APPROACHES AS EITHER GLOBAL OR SECTORIAL, WHICH WOULD ONLY RESLUT IN UNFRUITFUL PROCEDURAL ARGUMENTS. PRAGMATICALLY, HE THOUGHT, RECIPROCITY CAN ONLY BE ACHIEVED BY AN OVERALL BALANCE SO THAT, FOR EXAMPLE, IT MAKES NO SENSE TO ARGUE THAT CONCESSIONS IN AGRICULTURE BE MET WITH COUNTER- CONCESSIONS ONLY IN AGRICULTURE, AS THE FRENCH WOULD PROBABLY WISH. BUT, HE FOUND DURING HIS WASHINGTON VISIT, EVEN IN AGRICULTURE SOME COMPROMISE WITH SECTORIAL BALANCING WOULD SEEM POSS-
IBLE, WHEREBY THE US MIGHT GRANT GREATER EUROPEAN ACCESS IN DAIRY PRODUCTS IN RETURN FOR IMPROVED OPPORTUNITY FOR THE US TO SELL GRAINS AND SOYBEANS IN EUROPE.

5. COMMENT: IT SEEMS OBVIOUS THAT NORGAARD' S VISIT TO WASHINGTON WAS USEFUL BOTH TO HIM AND TO US. HE NOW FEELS THAT HE CAN COMPARE NOTES WITH MEN LIKE SOAMES AND DAVIES WHO HAVE ALSO VISITED THERE. THERE IS NO QUESTION THAT HE IS EAGERLY PREPARING HIMSELF FOR HIS COUNCIL PRESIDENCY. HE IS ON RECORD AS STATING THAT ONE OF HIS GOALS IS TO IMPROVE THE COUNCIL' S EFFICIENCY AND, FROM THIS PRESENT CONVERSATION, IT SEEMS CLEAR THAT HE WILL ALSO BE ACTIVELY ENGAGED IN TRYING TO WORK OUT ACCEPTABLE COMPROMISES SO AS TO MAKE A SUCCESS OF THE COMING GATT NEGOTIATIONS.
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*** Current Classification *** CONFIDENTIAL

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**TAGS:** OVIP, DA, JA, (NORGAARD, IVAR)
**To:** BONN
BRUSSELS
DUBLIN
EUR
LONDON
LUXEMBOURG
PARIS

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